

**SANTA ANA DISTRICT OFFICE**  
**FY 2017 LENDER RANKINGS**  
**AS OF 1/31/17**



**TOP 3 LENDERS**

**#1 WELLS FARGO BANK, N.A.**  
**122**  
**\$51,991,600**

**#2 JP MORGAN CHASE BANK, N.A.**  
**38**  
**\$10,860,300**

**#3 U.S. BANK, N.A.**  
**32**  
**\$7,884,300**

<b>Rank</b>	<b>Lender Name</b>	<b># of Loans</b>	<b>\$ Amount of Loans</b>	<b>Average \$/Loan</b>
<b>1</b>	<b>WELLS FARGO BANK NATL ASSOC</b>	<b>122</b>	<b>\$51,911,600</b>	<b>\$425,505</b>
<b>2</b>	<b>JPMORGAN CHASE BANK NATL ASSOC</b>	<b>38</b>	<b>\$10,860,300</b>	<b>\$285,797</b>
<b>3</b>	<b>U.S. BANK NATIONAL ASSOCIATION</b>	<b>32</b>	<b>\$7,884,300</b>	<b>\$246,384</b>
4	CDC SMALL BUS. FINAN CORP	30	\$23,186,500	\$772,883
5	COMPASS BANK	19	\$2,220,200	\$116,853
6	EAST WEST BANK	17	\$12,720,000	\$748,235
7	COMMONWEALTH BUSINESS BANK	16	\$9,680,000	\$605,000
8	BUSINESS FINANCE CAPITAL	13	\$17,871,000	\$1,374,692
9	COMMUNITY BANK	12	\$8,742,200	\$728,517
10	CELTIC BANK CORPORATION	12	\$2,458,000	\$204,833
11	MORTGAGE CAP. DEVEL CORP	10	\$13,462,000	\$1,346,200
12	MUFG UNION BANK NATL ASSOC	10	\$13,254,200	\$1,325,420
13	FIRST CHOICE BANK	10	\$11,067,400	\$1,106,740
14	SEACOAST COMMERCE BANK	10	\$9,936,400	\$993,640
15	US METRO BANK	10	\$9,563,300	\$956,330
16	OPEN BANK	9	\$11,559,000	\$1,284,333
17	CALIFORNIA STATEWIDE CERT. DEV	9	\$8,579,000	\$953,222
18	PACIFIC CITY BANK	9	\$6,866,000	\$762,889
19	FIRST HOME BANK	9	\$2,098,000	\$233,111
20	BANK OF HOPE	9	\$1,856,500	\$206,278
21	BANK OF THE WEST	8	\$10,861,700	\$1,357,713
22	CENTERSTONE SBA LENDING, INC.	8	\$8,574,000	\$1,071,750
23	FIRST GENERAL BANK	8	\$2,300,000	\$287,500
24	HARVEST SMALL BUS. FINANCE LLC	7	\$9,113,000	\$1,301,857
25	SOUTHLAND ECONOMIC DEVEL CORP	7	\$5,963,000	\$851,857
26	COMERICA BANK	7	\$755,000	\$107,857
27	UNITI BANK	5	\$6,192,000	\$1,238,400
28	BANK OF AMERICA NATL ASSOC	5	\$5,922,000	\$1,184,400
29	HANMI BANK	5	\$3,829,000	\$765,800
30	CALIFORNIA UNITED BANK	5	\$3,777,000	\$755,400
31	LIVE OAK BANKING COMPANY	5	\$2,545,000	\$509,000
32	AMPAC TRI-STATE CDC, INC.	4	\$4,079,000	\$1,019,750
33	WOORI AMERICA BANK	4	\$3,530,000	\$882,500
34	PACIFIC W. CERT. DEVEL CORP	4	\$3,065,000	\$766,250
35	CITIBANK, N.A.	4	\$3,060,000	\$765,000
36	NEWTEK SMALL BUS. FINANCE INC.	4	\$2,147,500	\$536,875
37	SO CAL CDC	4	\$2,076,000	\$519,000
38	ENTERPRISE FUNDING CORPORATION	4	\$1,566,000	\$391,500
39	HANA SMALL BUS. LENDING INC.	4	\$1,054,000	\$263,500
40	COMMERCEWEST BANK	4	\$550,000	\$137,500
41	INDEPENDENCE BANK	4	\$345,000	\$86,250

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
42	EVERTRUST BANK	3	\$5,775,000	\$1,925,000
43	PLAZA BANK	3	\$4,841,000	\$1,613,667
44	READYCAP LENDING, LLC	3	\$4,452,000	\$1,484,000
45	UNITED BUSINESS BANK, F.S.B.	3	\$4,237,000	\$1,412,333
46	COMMERCIAL BANK OF CALIFORNIA	3	\$3,187,500	\$1,062,500
47	PACIFIC COMMERCE BANK	3	\$1,320,800	\$440,267
48	COMMERCE BANK OF TEMECULA VALL	3	\$1,092,000	\$364,000
49	GBC INTERNATIONAL BANK	3	\$1,000,000	\$333,333
50	SHINHAN BANK AMERICA	3	\$990,000	\$330,000
51	STEARNS BK NATL ASSOC	3	\$636,500	\$212,167
52	BANNER BANK	3	\$170,800	\$56,933
53	WEST VALLEY NATIONAL BANK	2	\$2,208,000	\$1,104,000
54	BANC OF CALIFORNIA NATL ASSOC	2	\$1,874,000	\$937,000
55	ROYAL BUSINESS BANK	2	\$1,850,000	\$925,000
56	KINECTA FCU	2	\$450,000	\$225,000
57	PACIFIC ENTERPRISE BANK	2	\$410,000	\$205,000
58	CITY NATIONAL BANK	2	\$250,000	\$125,000
59	T BANK, NATIONAL ASSOCIATION	1	\$5,000,000	\$5,000,000
60	CAPITAL BANK	1	\$4,750,000	\$4,750,000
61	MISSION VALLEY BANK	1	\$4,400,000	\$4,400,000
62	CATHAY BANK	1	\$3,740,000	\$3,740,000
63	SAN DIEGO PRIVATE BANK	1	\$2,400,000	\$2,400,000
64	FIRST-CITIZENS BK & TR CO	1	\$1,937,000	\$1,937,000
65	BYLINE BANK	1	\$1,215,000	\$1,215,000
66	CUSTOMERS BANK	1	\$1,076,500	\$1,076,500
67	CAPITAL ACCESS GROUP, INC.	1	\$993,000	\$993,000
68	LEGENGE BANK	1	\$915,000	\$915,000
69	HOMESTREET BANK	1	\$817,000	\$817,000
70	PACIFIC PREMIER BANK	1	\$750,000	\$750,000
71	TECHNOLOGY CU	1	\$715,000	\$715,000
72	PREMIER BUSINESS BANK	1	\$584,800	\$584,800
73	UNITED MIDWEST SAVINGS BANK	1	\$450,000	\$450,000
74	FIRST CHATHAM BANK	1	\$450,000	\$450,000
75	MANUFACTURERS BANK	1	\$442,000	\$442,000
76	ZIONS BANK, A DIVISION OF	1	\$350,000	\$350,000
77	COLUMBUS FIRST BANK	1	\$340,000	\$340,000
78	COBIZ BANK	1	\$302,000	\$302,000
79	STATE BANK AND TRUST COMPANY	1	\$300,000	\$300,000
80	CRF SMALL BUS. LOAN COMPANY LL	1	\$265,000	\$265,000
81	COMMUNITY DEVEL TRANSPORTATION	1	\$250,000	\$250,000
82	CITIZENS BANK	1	\$225,000	\$225,000
83	SPIRIT OF TEXAS BANK, SSB	1	\$200,000	\$200,000
84	RABOBANK, NATIONAL ASSOCIATION	1	\$150,000	\$150,000
85	PCR SMALL BUSINESS DEVELOPMENT	1	\$150,000	\$150,000
86	WALLIS STATE BANK	1	\$100,000	\$100,000
87	COMMUNITY VALLEY BANK	1	\$100,000	\$100,000
<b>TOTALS:</b>		<b>590</b>	<b>\$385,192,000</b>	<b>\$652,868</b>